7th Annual Force Health Protection Conference

Ergonomics Best Practices: A Call to the Army "How to Get Money"

13 August 2003

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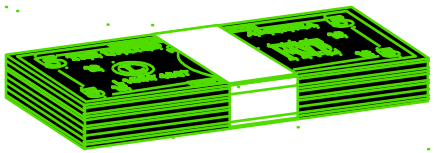
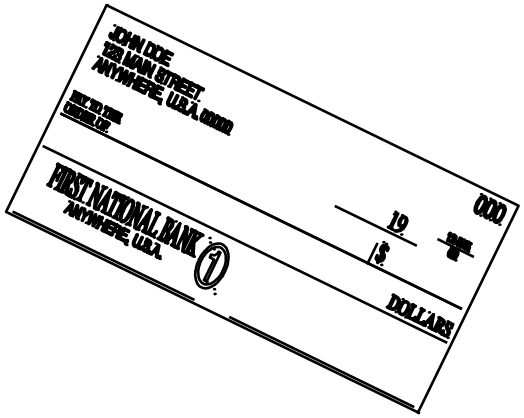
Outlook: Allen, Justina (Tina)

Objectives

- Flow of Funds
- Business Planning
- Sources of Funds

Flow of Funds - DHP





OASD(HA)

"Health Affairs"

TRICARE Management Activity "TMA"

Army

USAMEDCOM

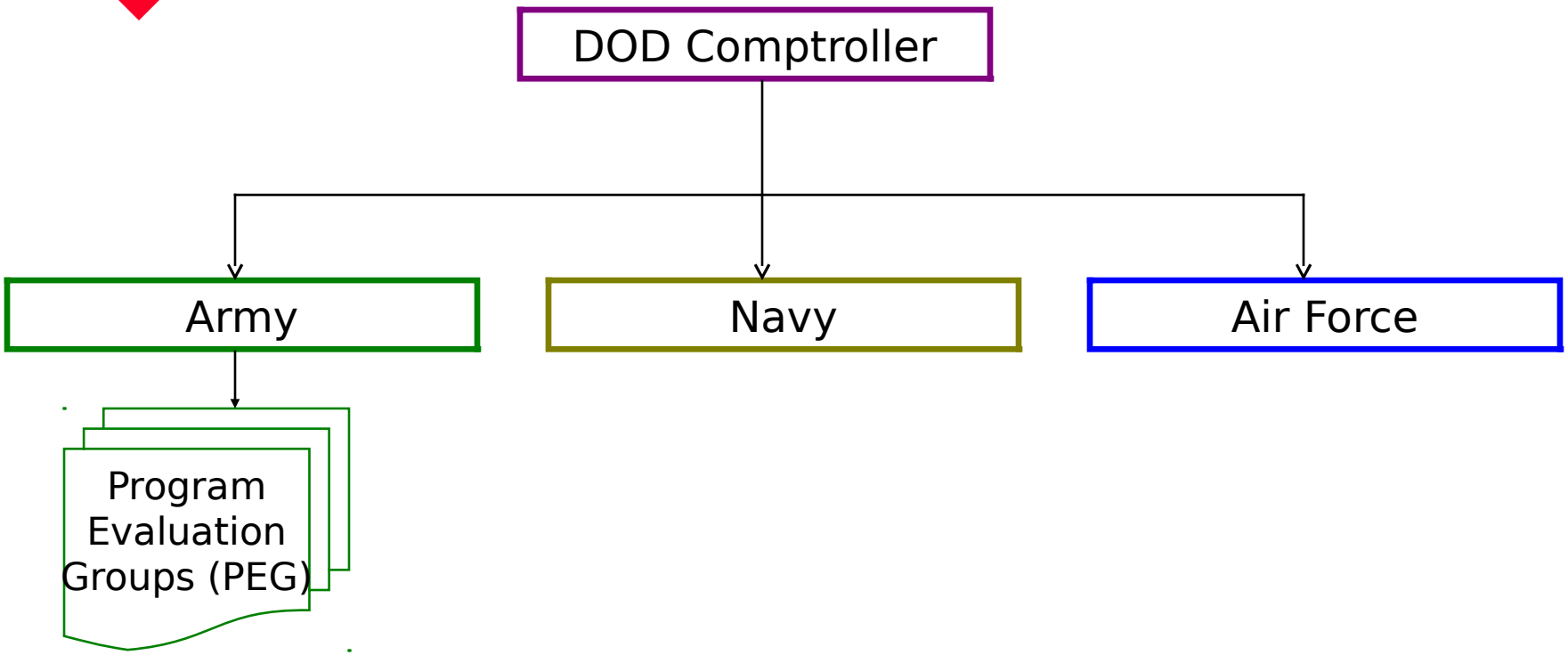
Navy

BUMED

Air Force

AFMOA

Flow of Funds - Services



- Manning
- Training
- Organizing
- Equipping
- Sustainment
- Installation

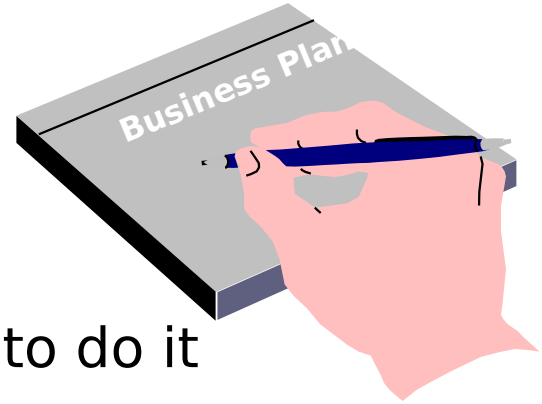
Key Points

- **Tri-Service** collaboration and coordination is a **must!**

- Know your RM and PAE people
  - Business Case Analysis

- Know your requirement
  - Validity
  - Impact
    - Readiness
    - Health
    - Cost

Questions To Ask Yourself



- Why – do you need to do it?
- What – are you going to do?
- Where – are you going to do it?
- Who – is going to do it? Who are you going to do it to?
- When – are you going to do it?
- How – are you going to do it?
- How Much – what is going to cost the Command?
- WIIFM – what is the Command going to get out of it? Why should they invest in your plan?
- What are the other Service's policies and procedures?

Gaining the Support of Top Management

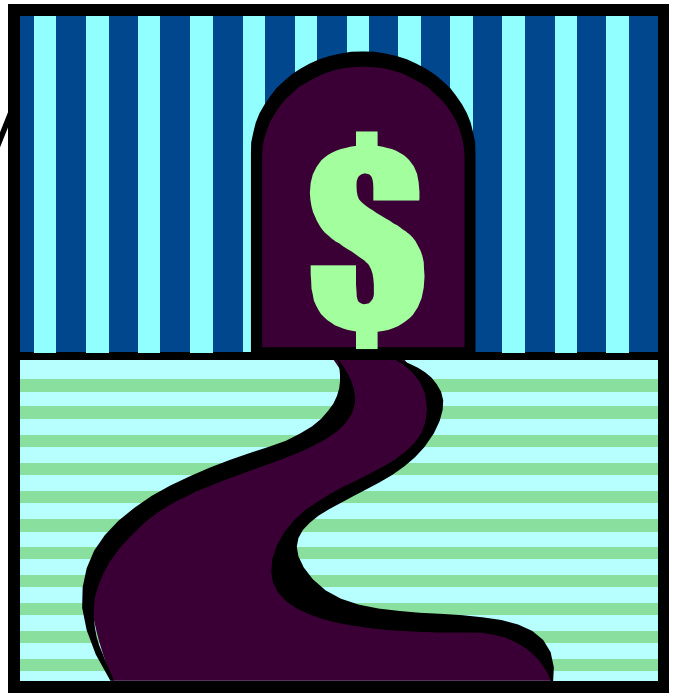
- Clearly link your goals and objectives to the organization's strategic plan.
- Focus on your desired outcomes.
- Use their language
  - MTF Commander
    - Decreased Clinic Visits
    - Increased Provider Productivity
    - Manage the Health of the Population
    - Recapture of Workload from Downtown
  - Installation Commander
    - Increased Readiness
    - Decreased Lost-Work Time
    - Decreased Disability and FECA Claims

Keywords

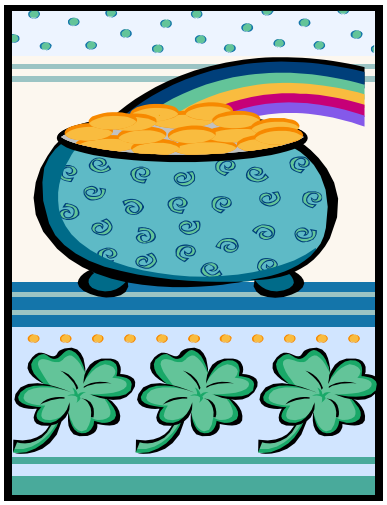
- Impact If Not Funded
  - Decreased Readiness
  - Injury to Workers/Increased Compensation Costs
  - Exposures to Hazardous Materials
  - Increased Medical Care for Patients
  - Lost Work Time
  - Loss of Licenses/Accreditations
  - Violation of Regulations
  - Possible Fines and/or Citations
  - Inadequate Training
  - Potential Civil and Criminal Penalties

Strategies: Identifying Unfinanced Requirements (UFRs)

- Types of UFRs
  - Execution Year – FY 03
    - November, March, and July
  - Budget Year – FY 04
    - July/August
  - POM Year – FY 06 – 11
    - November
    - Recurring Funding!!



Strategies

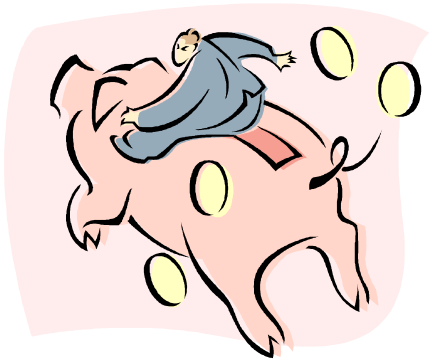


- #1 Choice → OPM
  - *Other People's Money*
- Venture Capital
  - https://ke.army.mil/bsc
  - Multi-year funding
  - $30M Per Service – FY 02-07
  - 3 Year Return on Investment (ROI)
    - Self-Sustaining
  - Critical Deficiencies

Strategies

- Advances in Medical Practice (AMP)
  - www.tatrc.org
  - One-Year Funding
  - Emerging Medical Technology
    - Reflect standard of practice and recognized clinical best practices
    - Technologies that demonstrate a high quantitative or qualitative ROI

Strategies



- Business Initiative Council (BIC)
  - AMEDD POC: OTSG/PAE, 703-681-8588 Improve efficiency of DOD business operations
    - Must generate savings
      - Money
      - Cycle Time
      - Streamlined Processed
      - Accelerated Decision Making / Information Sharing

Strategies

- Productivity Enhancement Program (PEP)
  - http://www.hqda.army.mil/leadingchange
  - One-Year Funding
  - Funding for organizations to implement good ideas
    - Enhance business process improvement
    - Generate a high ROI within 5 years or less

Strategies

- Studies Program
  - One-Year Funding
  - Headquarter Level Offices
    - Secretariats
      - ADUSD(SOH)
      - DASA(ESOH)
    - Staff
      - Surgeon Generals
  - Provides funds to study issues/problems that will result in the improvement in readiness, quality of life, or business practices.

Strategies

- Tri-Service Nursing Research
  - http://www.usuhs.mil/tsnrp/
  - Allows for multiple year funding
  - Areas of Interest
    - Deployment Health
    - Developing and Sustaining Competencies
    - Recruitment and Retention of the Work Force
    - Clinical Resource Management
    - Military Clinical Practice and Outcomes Management

Strategies

- Army Health Promotion and Prevention Initiatives
  - One Year Funding
  - POCs: Financial: Tina Allen, 410-436-7208
    Technical: Carlla Jones, 410-436-1329
  - New and Innovate approaches to health promotion and prevention
- U.S. Army Accessions Command
  - POC: GENE.PISKATOR@usarec.army.mil
  - CAR

Strategies

- Contingency
  - Possible Reimbursement
  - POCs: Local Resource Manager
  - Examples
    - GWOT
    - OEF
    - Etc…